

2016 Family Owned Small Business of the Year

Seimitsu Corporation

Seimitsu Corporation was founded in Savannah, GA by Seimitsu “Sam” Cook in 1984 from a workbench in Cook’s garage. Specializing in custom business IT solutions, the company provides a wide variety of IT services and solutions, infrastructure services, voice solutions and surveillance systems. With the acquisition of an existing trunk line, SEIMITSU became the only local service provider of fiber-optic systems in the Savannah area.



From the very beginning, Seimitsu Corporation functioned as a family-owned business. Cook helmed the IT portion of the business and his wife, Cynthia, oversaw operations. When the business moved into a brick-and-mortar location on Savannah’s Southside neighborhood, Cook’s father-in-law was recruited to manage leasehold build-outs and improvements of their new workspace

The company began its relationship with the SBA in 1991, when it borrowed \$50,000 in inventory and working capital from the Small Business Assistance Corporation (SBAC), an SBA 504, microloan and Community Advantage lender in Savannah. In 2007, the company purchased an 11,000 square foot space with a SBA 504 loan from the SBAC.

Over the last three years, Seimitsu’s balance sheet shows marked growth. In particular the company’s 2015 numbers, which show total sales of \$3.15 million, a nearly \$700,000 increase over 2014. As the company has developed new, specific, and niche product offering, its market share has increased proportionally.

The company’s employee base has grown as well. From 12 full time employees in 2011, Seimitsu had 20 employees by the end of 2015. It has created three additional jobs in 2016, with another three new position expected by the end of the year.